PRESENTATION

for the

U. S. ARMY SMALL BUSINESS CONFERENCE

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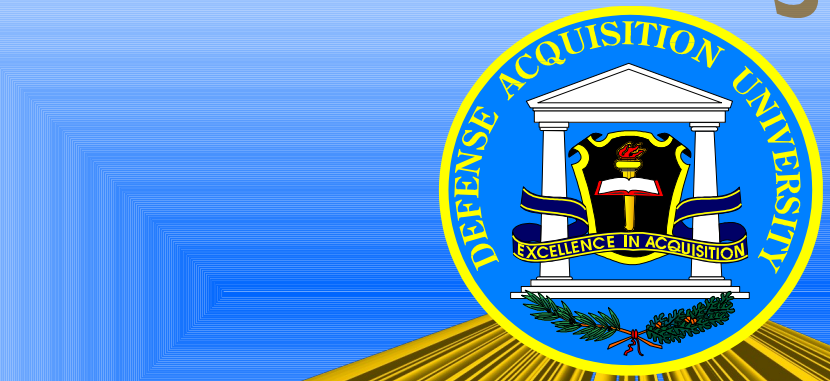
Defense Acquisition University-South Region

APRIL 14, 2005

South Region

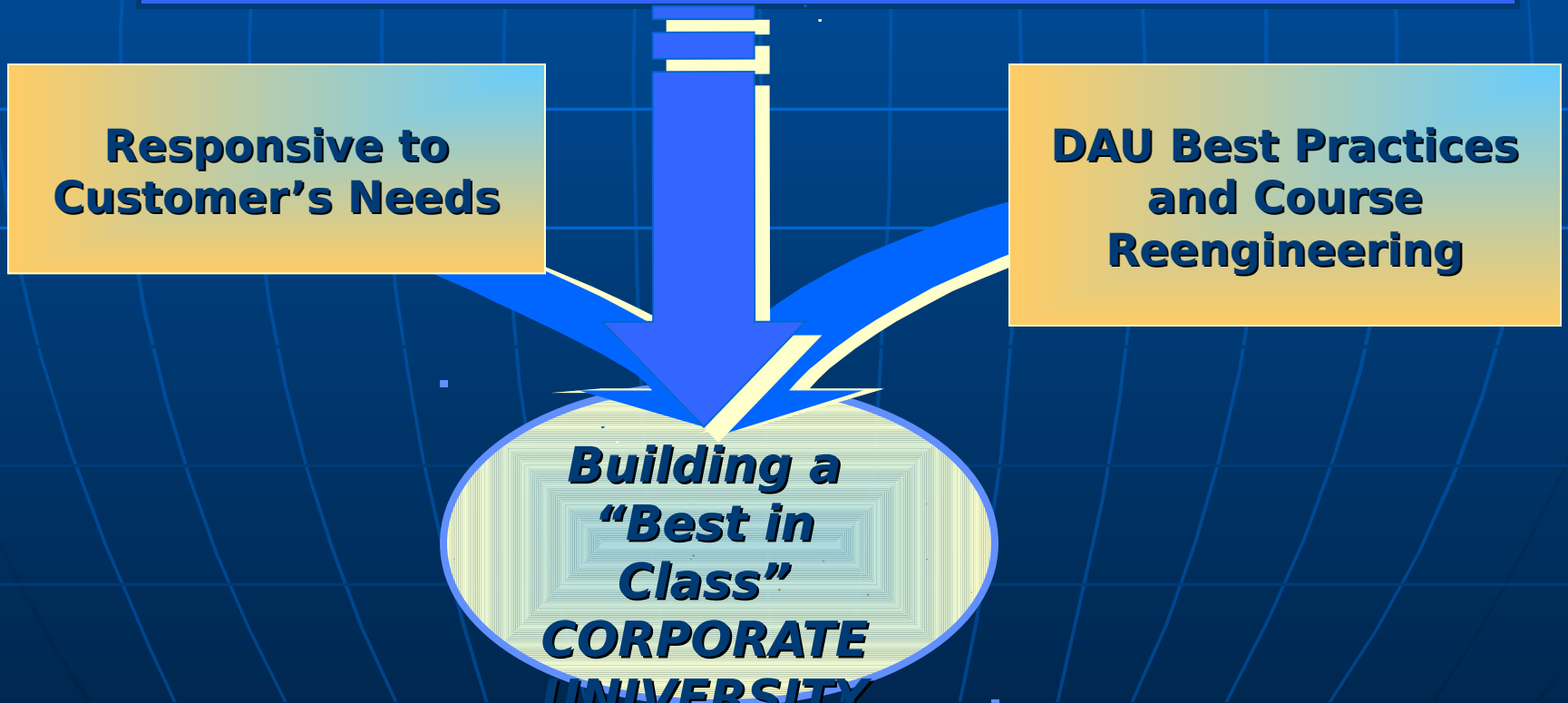


Transforming DAU for the Future

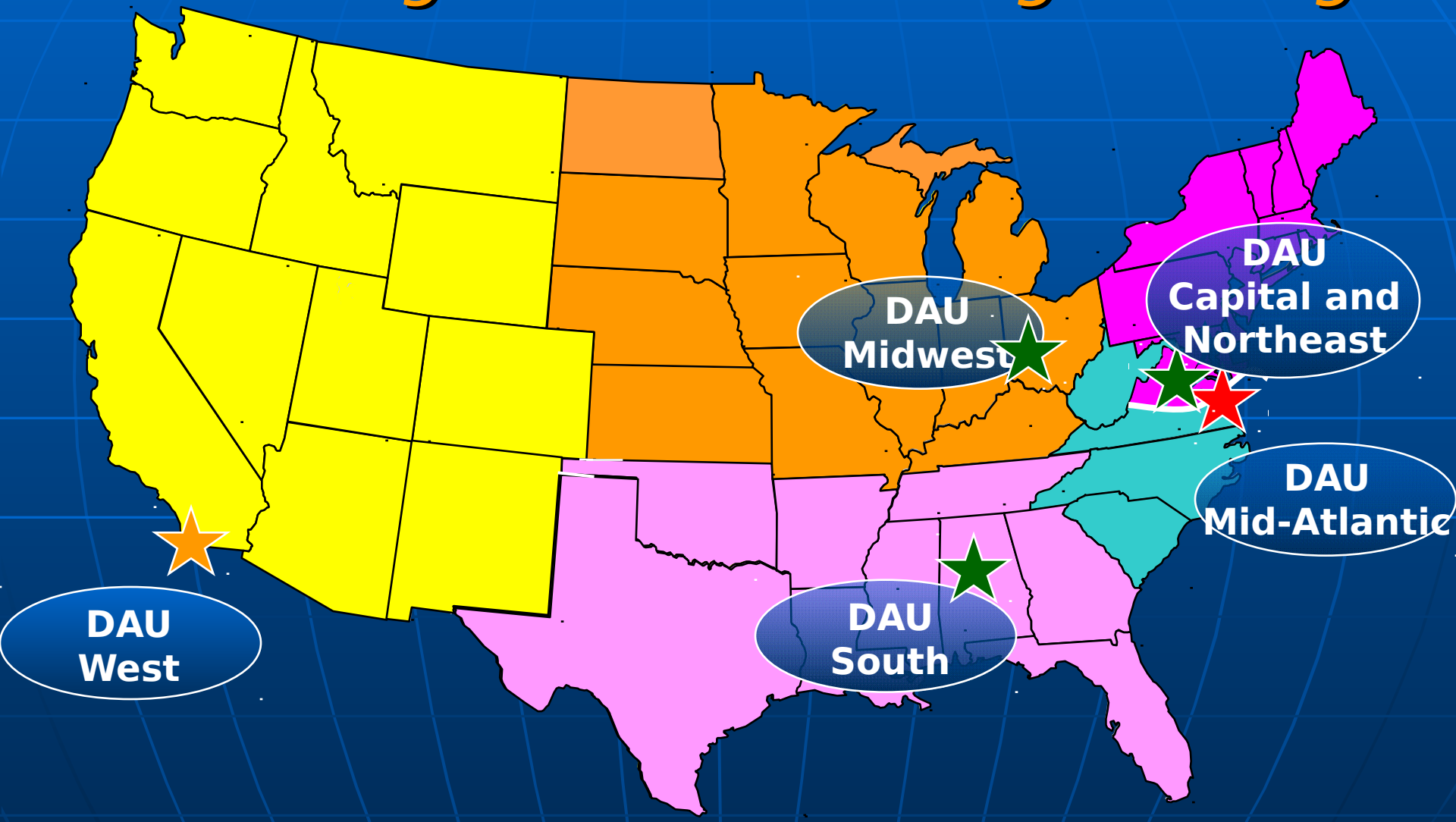
A Commitment to Transformation

Change Acquisition Training Today for Tomorrow's Success

Execution of DAU Transition Plan!


Responsive to Customer's Needs
DAU Best Practices and Course Reengineering
Building a "Best in Class" CORPORATE UNIVERSITY

Organization Re-engineering



Strategic Partnerships with Academic Institutions

Benefits

- Recognition of DAU equivalency for university courses
- Credits for DAU courses toward certificates & degrees
- Increased availability of courses
- Supplement DAU faculty body of knowledge

Equivalency Agreements

- GW / ESI
- Florida Institute of Technology
- Bowie State University
- Naval Postgraduate School
- NVCC
- Richard Bland College
- UVA

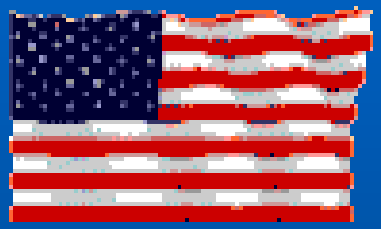
Degree Programs

Undergraduate

- NVCC
- University of Phoenix
- Wilberforce University
- Univ. of Alabama (Huntsville)

Masters

- George Mason
- Mary Washington
- American Graduate University
- Florida Institute of Technology



CON 260 A/B
Small Business Program Course

CON A/B

- **CON 260 A(DL)**
  - Program History and Background
  - 24 days to complete
- **CON 260B**
  - 3 days
  - 17 CLPs

TARGET AUDIENCE

- Current or newly appointed Small Business Specialist.
- GS-1102
  - Three years of acquisition experience
  - DAWIA Level II certified.

CON 260A

- **The Small Business Program, Part A, provides an overview of the fundamentals of the DoD Small Business Program and focuses particular attention on the small business specialist's role as a vital member of the acquisition team.**

Objectives: Students who successfully complete this course will be able to:

- **recognize those factors that shape and govern the Small Business Program; and**
- **identify the duties and responsibilities of the small business specialist in implementing the Small Business Program**

CON 260B

- **Part B** of this course delves into the intricacies of the DoD Small Business Program. Associated programs and initiatives that support the Program and the Department's efforts to improve small business participation in both prime contracting and subcontracting will also be reviewed, with particular attention to the small business specialist's role as a vital member of the acquisition team.

- **Objectives:** Students who successfully complete this course will be able to:

  - describe how to provide assistance to small businesses in finding government prime contracting and subcontracting opportunities;

  - determine if a business is small;

CON 260B

- conduct market research to maximize small business participation at the prime and subcontracting levels;

- participate as an active member of the acquisition team in developing an appropriate acquisition strategy that maximizes small business participation;

- describe the Small Business Administration's role in the acquisition process;

- implement subcontracting requirements; and

- identify other small business-related programs and initiatives.

Con 260A/B

TLOs

- **Conduct market research to the extent needed to maximize small business participation at the prime and subcontract levels.**
  - **Gather market data from various resources**
  - **Develop alternatives for an acquisition strategy using market research results**

CON 260 A/B

TLOs

- Using knowledge of small business program and market research, review subcontracting plan requirements and socio-economic source selection factors and select the appropriate acquisition strategy that maximizes small business participation either at the prime contract or subcontracting levels.
  - Distinguish between a subcontracting plan and socio-economic source selection factors
  - Determine prime and subcontracting strategies

CON 260 A/B

TLO

- Given potential responses to a solicitation, describe the SBA's role in the award decision-making process.
  - Describe the various appeal processes.
  - Describe when responsibility is referable to SBA under a Certificate of Competency (CoC).

CON 260 A/B

TLOs

- **Given potential subcontracting opportunities, implement the subcontracting requirements.**
  - **Determine the need for subcontracting plan and appropriate clauses**
  - **Identify the types of subcontracting plans**
  - **Describe the Comprehensive Small Business Subcontracting Test Plan**
  - **Identify the required elements of a subcontracting plan**
  - **Describe the process for reviewing a subcontracting plan**
  - **Identify required documentation related to subcontracting plan reports and submission**
  - **Identify the process to evaluate prime contractor compliance with the subcontracting plan**
  - **Describe the review and rating process of a prime contractor's small business program**

CON 260 A/B

TLOs

- Describe how to provide assistance to small businesses in finding government contracting and subcontracting opportunities.
  - Identify the tools needed to effectively counsel small businesses
  - Describe the various sources of assistance
  - Identify the planning process for outreach events
  - Describe ways to assist small businesses with developing a market strategy
  - Match SB capabilities with appropriate customer

QUESTIONS ??

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